

Message Text

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ACTION EUR-25

INFO OCT-01 ISO-00 CIAE-00 PM-07 H-03 INR-10 L-03 NSAE-00

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TAGS: MASS, BE

SUBJECT: OFFSET AND MILITARY SALES IN BELGIUM

REF: (A) BRUSSELS A-224; (B) OECD PARIS 28956

1. BRUSSELS A-224 (REF A) SUBMITTED STATUS OF FUTURE COMMERCIAL MILITARY EQUIPMENT SALES IN BELGIUM. COPY BEING SENT TO USNATO FOR USE IN CONNECTION WITH STUDY REQUESTED BY UNDER SECRETARY CASEY (PARA 3 REF B). FOLLOWING INFORMATION UP DATES THAT AIRGRAM:

A. JET TRAINER AIRCRAFT: ORDER GIVEN TO DASSAULT FOR ALPHA-JET (BRUSSELS 5261, SEPTEMBER 14, 1973).

B. ELECTRONIC COUNTER-MEASURE SYSTEMS(ECM): BELGIAN REQUEST FOR QUOTATION WILL BE SENT TO FIVE COMPANIES (THREE AMERICAN) WITHIN NEXT TWO WEEKS. PROBABILITY HIGH THAT ONE OF AMERICAN FIRMS (ITT, SANDERS ASSOCIATES LORAL CORP.) WILL WIN CONTRACT. CONTRACT AWARD SCHEDULED FOR MARCH 1, 1974.

C. ARMORED PERSONNEL CARRIERS: FMC CORPORATION
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CONDUCTED CONCENTRATED SALES EFFORT IN OCTOBER. PROTOTYPE VEHICLE

BROUGHT TO BELGIUM AND DEMONSTRATED TO BELGIAN INFANTRY SCHOOL AND FMC DELEGATION MET WITH MINDEFENSE OFFICIALS. GOB HAS REQUESTED LOAN OF PROTOTYPE FOR SIX MONTHS INTENSIVE TESTING BEGINNING EARLY 1974.

D. EXECUTIVE AIRCRAFT: BELGIAN DECISION TO SIX TO EIGHT EXECUTIVE TYPE AIRCRAFT FOR MINDEFENSE NOT DUE UNTIL LATE 1974 OR EARLY 1975. BEECHCRAFT CORPORATION HAS EXPRESSED INTEREST AND EMBASSY AWAITING VISIT OF BEECHCRAFT REPRESENTATIVE (STATE 218014). MITSUBISHI HAS BEEN ACTIVELY PUSHING THEIR MU-2 (ASSEMBLED IN TEXAS IN FORMER MOODY PLANT AND COMPOSED OF APPROXIMATELY 60 PERCENT U.S. ORIGIN VALUE: ENGINES, ELECTRONIC EQUIPMENT, ASSEMBLY, ETC.)

E. F-104 REPLACEMENT: BELGIAN AIR STAFF NOW SCHEDULED TO PRESENT RECOMMENDATIONS TO MINISTER DEFENSE ON JANUARY 1, 1974. RECOMMENDATIONS WILL COVER ONLY THREE AIRCRAFT, IN FOLLOWING ORDER OF PREFERENCE: NORTHROP P-530, LOCKHEED LANCER, MIRAGE F-1. GENERAL DYNAMICS SALES TEAM VISITED BELGIUM IN OCTOBER TO PRESENT THEIR YF-16. ACCORDING TO OUR INFORMATION, BELGIAN AIR FORCE SUFFICIENTLY INTERESTED TO ASK FOR FURTHER DETAILS BUT AT THIS MOMENT DO NOT INTEND TO INCLUDE GENERAL DYNAMICS AIRCRAFT IN JANUARY RECOMMENDATION.

2. NO NEW INFORMATION AVAILABLE ON OTHER POSSIBLE MILITARY EQUIPMENT PURCHASES FROM COMMERCIAL SOURCES MENTIONED IN BRUSSELS A-224. SINCE SUBMISSION A-224, TWO ADDITIONAL POSSIBILITIES HAVE COME TO OUR ATTENTION:

A. HIPAR RADAR FOR NIKE SYSTEM: GENERAL ELECTRIC EQUIPMENT WITH POSSIBILITY ORDER WILL BE PLACED IN 1974.

B. DATA PROCESSING EQUIPMENT: POSSIBLE ORDER TO VALUE OF \$3-4 MILLION, FOR MINISTRY OF DEFENSE. BURROUGHS HAS ALREADY BEGUN EXPLORATION AND CONTACTED MAAG/BELUX.

3. MAAG/BELUX MESSAGE OF NOVEMBER 7 CONTAINED PROPOSAL FOR OFFSET IN BELGIUM WHICH MIGHT ASSIST IN WORKING OUT NATO-WIDE PROCUREMENT PROGRAM MENTIONED IN REF (B). PROPOSAL SUGGESTS FRG MIGHT BE WILLING PLACE NUMBER OF MILITARY PROCUREMENT ORDERS IN BELGIUM WHICH COULD BE CREDITED TO OFFSET GOB SEEKING IN CONNECTION WITH REPLACEMENT AIRCRAFT FOR F-104'S. STRAUSS-HUPE

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